https://easydo.co/job/business-development-consultant/

Business Development Consultant

Hiring organization
EasyDo Digital Technologies

Employment Type
Full-time

Job Location
Bucharest

Date posted
November 21, 2025

Description

Empowering our Clients with People-Driven Digital Innovation Across Europe

We are a Group managing digital IT services and solutions , driven by people, innovation, agility, and deep industry insight. We are working with the largest private and public institutions to deliver IT services and solutions. Being an entrepreneurial digital services group with a Human-Sized Tech Company, we are built by passionate experts and led by seasoned leaders in IT and digital transformation.

Responsibilities

- Identify and develop new business opportunities for IT consulting, outsourcing, integration, and digital transformation services.
- Engage with potential clients through targeted outreach (phone, email, LinkedIn) to understand their technical challenges and business needs.
- Identify, analyze, and convert new leads into viable IT consulting opportunities.
- Develop tailored approaches for various industries and propose innovative strategies to identify high-value prospects for IT services and consulting.
- Collaborate with technical and delivery teams to align client needs with EasyDO's capabilities.
- Support the pre-sales cycle for IT services: discovery discussions, scoping coordination, information sharing, and follow-up actions.
- Meet monthly KPIs focused on qualified consulting opportunities, not software sales numbers.
- Maintain accurate and updated CRM records for all activities.
- Gain a deep understanding of EasyDO's IT services, technical expertise, and delivery models.

Qualifications

- Previous experience in Business Development within the IT domain is essential — specifically in IT services, consulting, outsourcing, or system integration.
- Strong communication and relationship-building skills.
- Ability to work independently, proactively, and with a consultative mindset.
- Comfortable interacting with technical stakeholders (IT managers, CTOs, engineering leads).
- Strong understanding of IT concepts (software development, cloud, infrastructure, cybersecurity, consulting services).
- Familiarity with LinkedIn, business research tools, and CRM platforms.
- Proficiency with MS Office (Outlook, Excel, etc.).
- Strong interest in technology, digital transformation, and IT industry trends.
- Fluent English.

Job Benefits

We offer:

- Competitive salary and the opportunity to have a meaningful job where you can make a difference
- The chance to continuously evolve as a professional
- Medical insurance & Meal tickets.

Join Us at EASYDO

With a team of 250 dedicated professionals, we combine technological excellence with a people-first culture. We believe in empowering talent, nurturing careers, and building long-term trust with our clients and our teams.